Making Vision Possible

If you have a vision regarding your company’s growth and success, The Birmingham Water Works Board is pleased to welcome you to its Minority Vendor Program (MVP). The acronym MVP means a lot more than Minority Vendor Program. The Minority Vendor Program represents the Water Works Board’s commitment to building successful, lasting relationships with disadvantaged companies. Most importantly, the MVP can help your company achieve the success it envisions.

Becoming a part of the MVP has several benefits for your company, but we understand that you may need assistance to take full advantage of contractual opportunities. We can help you obtain the necessary business licenses for your company, among other things, if you have not already done so. Insurance is also an important need for smaller companies. We can put you in contact with potential insurers who can provide property and liability insurance you need as well as insurance for your employees.

As part of the MVP, you can be sure that we will inform your company about contracts that are up for bid. If your company receives the contract, we will work with you to ensure your company receives the information and technical assistance needed to meet deadlines and deliver the highest quality of work.

We expect all of our suppliers to provide us with the best results in every area. Experience has shown that disadvantaged companies like yours are highly motivated to succeed, and they offer excellent performance. We want to do business with you and the time to begin is now. This packet is your direct link to the many opportunities the Birmingham Water Works Board offers.

Your growing company could be an important member of our team. We need to know who you are, where you are, and what you do. Then, if you qualify to become part of this program, we want to give you every opportunity to do business with us. You will be notified of upcoming project bids and your proposal will be given the fairest consideration.

The Purchasing Department’s Mission Statement

The Purchasing Department of the Birmingham Water Works Board of the City of Birmingham is committed to providing the proper quantity and quality of all materials, supplies, tools, equipment and services required for the Board. It is our endeavor to secure such materials, supplies, tools, equipment and services at the lowest possible cost that is consistent with prevailing economic conditions. We seek to maintain and establish a reputation of fairness and integrity; to furnish members of management with timely information; and to advise them about how market conditions and trends could affect the future availability and price of any needed materials, supplies, tools, equipment and services.

Birmingham Water Works Board Mission

The Birmingham Water Works Board is committed to providing the highest quality water and service to our customers and our entire service area.

As a concerned corporate citizen, we are responsive to the needs of the entire community and strive to maintain, preserve and conserve our precious water resources in order to ensure adequate water quality and supply for future generations.
Mining Vast Potential

Every season, in just about every sport, some rookie comes off the bench and makes the kind of play that leads to bi-
league recognition. In much of the same way, tapping potential
resources for future needs is a major part of our work. Your
company may already have the vast potential we’re seeking to
uncover. If you’re still waiting for a chance to show what you
can do, the Minority Vendor Program can help reveal the skills
and talents your company offers. We might discover that you
are the kind of performer we’ll want on our team season
after season, so it makes good sense for us.

The first step is to fill out the attached Vendor Profile
Sheet. This puts you on file in the Purchasing Department.
Then, when a project that matches your capabilities comes
up, you will be contacted.

Even if you don’t make the team today, contacting the
Purchasing Department makes good sense for you. That’s
because the Minority Vendor Program is designed to do
more than just look at your bid. If you wish, a representa-
tive from the Purchasing Department will act as your coach,
providing information and advice to help your performance
in the future.

We understand that paperwork can be time-consum-
ing, so we’ve kept the application procedure as simple and
straightforward as possible. However, if you need assistance
with the forms, a representative of the Purchasing Depart-
ment will be glad to help you.

Please keep in mind that in today’s highly competitive
world, we cannot guarantee that all your proposals will lead
to contracts. What we can guarantee is this: You will get a
fair chance to compete, and the Birmingham Water Works
Board is totally committed to increasing the amount of busi-
ness we do with disadvantaged companies. If you are willing
to work with us, we can help you to bid more competitively
and more successfully.

Besides providing assistance with our application, we can
help you in establishing joint ventures with other qualified
companies. We believe that you will give us your best, so we
want to give you every possible chance to become a mem-
ber of our team. Sign up now to become a member of the
Birmingham Water Works Board’s Minority Vendor Program.
MVP means we’re doing all we can today to find tomorrow’s
most valuable players.

More Visible Progress

Success in business means making visible progress toward
the goals you have set. At The Birmingham Water Works
Board, we continue to work for a very important goal: to
help highly-motivated, disadvantaged companies like yours to
meet their goals. That is what the Board’s Minority Vendor
Program is designed to do.

There is an excellent reason as to why the continued suc-
cess of this program is as important to us as it can be to you. It
is the same reason we are constantly looking for new supplies
for our water system. Today’s resources must be ready to meet
tomorrow’s demands, so we need quality suppliers for the many
products and services we use. Teaming up with the Birmingham
Water Works Board means we both succeed. Your skills and
commitment to quality can make you a valuable player in our
supplier lineup. Our experience in working with many different
kinds of suppliers can help you add valuable strength to your
proposals. Together, we’ll make more visible progress in enhanc-
ing the quality of one of our most precious natural resources.

The information in this packet will tell you who to contact
and what to do as a qualified bidder on our projects.

Making Valuable Partners

You can make The Birmingham Water Works Board one
of your most valuable partners in moving your business
ahead. Our business is to provide clear, fresh and safe drink-
ing water to about a million people over an area of about
400 square miles.

Doing all this means that we must find a variety of suppliers
to support a wide range of operations. Besides routine main-
tenance, we are constantly renovating and modernizing existing
facilities. New installations are always being planned. Pipes are
laid, pumps refurbished and tanks repainted. Office furniture and
transportation equipment must reach people who use them. All
kinds of machinery must be kept in top running order.

It’s a mammoth of a task, and it requires the skills of many
contractors besides our 600 plus full-time employees. We not
only get the job done, but we do it in the most cost-effective
way possible. In recent years, Forbes.com, the online publica-
tion of the magazine, published a study that named Birming-
ham’s water number five in the nation for water quality.

Many valuable partners helped us achieve this level of ex-
cellence. As a supplier to the Board, you will be asked to
meet this level in your own area of operation. As a member
of our team, you will take just as much pride in providing
quality service as our customers expect from us.
The Birmingham Water Works Materials and Services

**COMPUTERS**
CAD Workstations
Cashiering Software System
CD Writers/Printers
Computers (Integration Labs)
Digitizing Boards/Manual Lift/Tilt
GIS Workstation & Servers
Internet Service Packages
Maintenance
Routers
Servers
Software

**SERVICES**
Air Condition/Heating (Maintenance)
Armored Car & Delivery
Automatic Transmission Repair
Car Wash
Chemical Waste Disposal
Coffee Service
Courier Service
Domestic Waste Hauling
Elevators (Main/Lab)
Janitorial Services
Landfill Maintenance
Landscaping (Main Office/Filter Plants)
Lawn Maintenance
Pagers
Pest Control (Termite)
Sweeping (Parking Lot)
Security (All Facilities)
Window Cleaning
Wrecker Service

**CHEMICALS**
Aluminum Sulfate (Alum)
Activated Carbon
Chlorine
Ferric Sulfate
Hydrofluosilicic Acid (Fluoride)
Hydrogen Sulfate Control
Lime (Bulk Hydrated and Rice size Quick)
Potassium Permanganate
Polymer
Potassium Chloride
Polymer

**STOCK ITEMS**
Adapters (Mechanical Joint)
Bends (Offset)
Boxes (Curb/Valve)
Blanks (Offset)
Clamps (Bell/Full Circle/Pipe Service)
Concrete (Quickrete Mix/Sand)
Cones (Traffic)
Copper Setters/Meter Setters
Couplings (Meter/Pipe Repair)
Eyebolts
Fittings (Flange/Galv/Stainless/Water)
Flashlights (Battery/Lantern)
Gloves (All types)
Hydrant Parts (American/Clow/Mueller/M & H/Mueller/US)
Lids (Meter)
Meters (Annual/Fire Hydrants)
Paint (Marking)
Parts (Tapping Machine-Mueller/Reed)
Pavijutters
Pipe (Annual Bid/Copper/Cutters/Flange/Galv/Sewer)
Rags (Terry Cloth)
Rainwear (Boots/Jackets/Pants/Hoods)
Sleeves (Dual Purpose/Tapping)
Supplies (Safety)
Tools (Hand/Miscellaneous)
Unions
Wrenches

**NON-STOCK ITEMS**
Actuators Electric Motors
Aerial Photography
Compressors (Skid Mounted/Portable)
Backhoe (Compact/Loader/Trailer)
Batteries
Boat (Aluminum/Tracker)
Ceilings (Acoustical/Panel)
Check Valves
Chipper (Brush)
Chlorinator
Chlorine (Analyzer/Gas Monitoring/Scrubber System)
Copiers
Cranes (Truck Mounted)
Demolition (Structure)
Disconnect Notices
Doors (Carson/Putnam/Executive)
Drain Lines (Cleaning)
Drilling (Services/Water Wells)

Guiding Principles

We will:
- Stay abreast of the latest technological advances in order to effectively plan for the future
- Conserve and preserve existing sources of supply and develop new sources of supply as needed
- Enhance public awareness of water related issues
- Be responsive to our customer’s needs and provide service in a timely and courteous manner

- Deal ethically with vendors, customers, employees and public
- Comply with all applicable statues and regulations
- Maintain a quality work force by providing equitable opportunities in hiring, training and development
- Adhere to high standards in maintaining system infrastructure
- Maximize opportunities for disadvantaged vendors